

Why should you attend?

Your participation in this series will help your company:

- Connect to resources needed for growth.
- Create new business-to-business connections and partnerships.
- Identify how to address the challenges of growth, space, skilled employees, innovative manufacturing practices, costs containment, succession planning, rapid response to change and continual improvement in an ever-changing global marketplace.
- Invigorate small and medium-sized manufacturers and their key personnel to become the leaders in next generation manufacturing in Wisconsin.



6
SESSIONS

REGISTER NOW!

www.granvillebrowndeerchamber.org
Credit card payments accepted.

Breakfast Included

For information call 414-357-5403.

Entire Series:

\$190 first representative of company

\$170 each additional representative of same company

Individual Sessions:

\$35 first representative of company

\$30 each additional representative of same company

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To receive reminder emails for each session,
contact Marcia.Theusch@medconline.com with
appropriate email addresses of those interested.
(Email addresses will NOT be used for other purposes).



**...“Manufacturing directly accounts for 11% of the nation’s GDP...
This means one in seven U.S. private-sector jobs is directly linked to manufacturing.”**

Manufacturing’s Wake-Up Call, Strategy+Business, August 2011.

1
**THURS
OCT13
2011**

The Talent Mismatch—The Gap Widens | Part One

Melanie Holmes, Vice President of World at Work Solutions, Manpower Inc. and Dennis Winters, Chief Economist, Wisconsin Department of Workforce Development will discuss how to find the right employees and how to fill positions with quality personnel. The discussion will address an overview of the workforce of today, the demographics and generational challenges that impact the ability to attract and retain talent.

2
**THURS
NOV10
2011**

The Talent Mismatch—Resources and Strategies You Can Begin to Use Today | Part Two

Connect with more than 15 workforce resources during an informative networking event that will bring together recruiting resources and creative ways to attract and retain employees, both skilled and non-skilled. Make certain you are attending to build your knowledge of how to fill your current and future positions.

3
**THURS
JAN12
2012**

Find the Hidden Costs of Moving Your Products and Improving Profits

Randy Bertram, Senior Manufacturing Specialist, Wisconsin Manufacturing Extension Partnership (WMEP) will lead a discussion on the Profitability Sustainability Initiative that led to 45 companies projecting savings of \$54 million. PSI participants will share their results.

Charles Miller, ABC 3rd Party, will provide an overview on new regulations for commercial transportation taking effect in January, 2012.

4
**THURS
FEB16
2012**

You Can Sell to Government Sub-Contractors: Learn How to Become a Supplier

Aina Vilumsons, Executive Director of the Wisconsin Institute, will teach you how to become a supplier to both the government and their sub-contractors. Companies with success in breaking into this highly confusing and misunderstood market will share their successes and challenges.

5
**THURS
APR12
2012**

It’s a Big World and You Must Be Engaged: Enhance or Jump Start Your Export Strategies

The Wisconsin Economic Development Corporation (WEDC) will provide an overview on all technical aspects of exporting, market research, understanding of foreign business practices and channels of distribution. Two manufacturing firms, Rick Kettler, CEO, The Wagner Companies, and Neil Karolek, TLX Technologies, will share their successes and challenges in the world of exports. Mary Regel, Director of International Trade, Bentley World Packaging, LTD, will provide an update on the ‘duty free’ Foreign Trade Zone available to area exporters.

6
**THURS
JUN14
2012**

Grooming Your Company for the Future—Without You!

Joan Lloyd, Joan Lloyd & Associates, Ms. Lloyd will facilitate a discussion on assessing your company and preparing your leadership team as you move towards a succession plan. This session is pertinent to family owned and corporate owned businesses.

All sessions 8:00 a.m. - 10:30 a.m.



Dear Milwaukee Manufacturing Firm:

Even as our nation and region struggle with economic problems, manufacturing remains a bright spot in Milwaukee. In the seven county Milwaukee 7 region, more than 3,600 companies are engaged in manufacturing. These firms employ more than 16% of the region's workforce. Right here in the City of Milwaukee, the Industrial Land Bank, developed by Milwaukee on the far northwest side 20 years ago, has nearly 200 manufacturing firms and more than 4,000 manufacturing jobs today.

We want to work with you to ensure that the production of goods remains a strong part of our regional economy. We have developed a series of seminars to help manufacturing companies thrive, expand and grow family supporting jobs. This series will introduce you to partners in the community that can help you strengthen your business.

Sincerely,

Alvin Hill
Board President
Granville-Brown Deer
Chamber

Steve Hentzen
Board President
Havenwoods Economic
Development
Corporation

Rocky Marcoux
Commissioner,
Milwaukee Dept. of
City Development

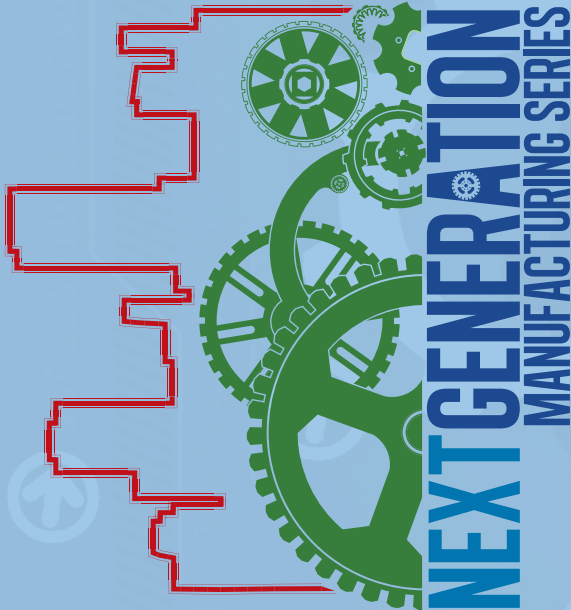
ABOUT OUR PARTNERS

Granville-Brown Deer Chamber is a community and business partnership linking the Northwest side of Milwaukee and the Village of Brown Deer. Membership in the Granville-Brown Deer Chamber means an investment in the future of the community and your organization. Together, members are working to revitalize and invest in the area's assets while enhancing the community and the businesses.

Havenwoods Economic Development Corporation (HEDC)

Formed in 2001, the mission of HEDC is to revitalize Havenwoods as a vibrant mixed-use urban community. The vision is to promote the creation of family supporting wage jobs for residents, promote a live-work community by playing a significant role in increasing the quality of life for the neighborhood and to partner with other northwest side community and development organizations to sustain and improve the northwest side.

Milwaukee Economic Development Corporation partners with private lenders to provide business loans and assist in the financing of business projects that will result in creating new jobs. For 40 years, MEDC has been a participating lender in thousands of investment projects in the Milwaukee area that have generated over a billion dollars of new investment and thousands of jobs for Milwaukee residents.



Next Generation Manufacturing is a concept pioneered by the Wisconsin Manufacturing Partnership that has identified six success attributes relating to world-class performance in Advanced Talent Management, Systemic Continuous Improvement, Customer Focused Innovation, Global Engagement, Extended Enterprise Management and Sustainable Product and Process Development.



Wisconsin Country Club • 6200 W. Good Hope Road • Milwaukee, Wisconsin

